

## Message Text

UNCLASSIFIED

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ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----120396 060626Z /13

R 060525Z SEP 78  
FM AMEMBASSY BANGKOK  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0515

UNCLAS SECTION 01 OF 02 BANGKOK 25653

E.O.11652: N/A  
TAGS: BEXP, TH  
SUBJ: WTDR/FTI: PAN SUPPLIES CO., LTD.

REF USDOC 14227

### 1. THAILAND

OFFICE USE: 2. 549 3. 0013400 4. 01

5. PAN SUPPLIES CO., LTD.

6. P.O. BOX 20, 66 ASOKE ROAD

7. BANGKOK

8. CONTACT: MR. BOONKUA LOURVANIJ

9. TITLE: PRESIDENT AND MANAGING DIRECTOR  
OTHER OFFICIALS ARE: MR. GAN KEH SIEN, ASST.MANAGING DIR.  
AND MR. SURIT CHANNOI, GENERAL MANAGER.

10. PHONE: 3910588 11. TELEX: TH 2807

12. CABLE: PANSUP

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13. ESTBL: 1960 14. EMPL: 71 15. SIZE: LARGE

16. REPUTATION: Y-GOOD 17. RPT.DATE: 08/78

OFFICE USE: 18. K 19. NA 20. X 21. NA 22. NA

23A. 35310/235 IMP.AGT.DIST. OF CONSTRUCTION MACHINERY

AND MATERIAL HANDLING EQUIPMENT.

23B. 35100/235 IMP.AGT.DIST. OF ENGINES AND TURBINES

23C. 34295/235 IMP.AGT.DIST. OF HOSE FITTINGS AND  
COUPLINGS. HOSE

23D. 35990/235 IMP.AGT.DIST. OF FLEXIBLE HOSE

23E. 34291/235 IMP.AGT.DIST. OF MACHINE TOOLS

23F. 35434/235 IMP.AGT.DIST. OF AUTOMOTIVE MAINTENANCE  
EQUIPMENT. TING EQUIPMENT

23G. 35690/235 IMP.AGT.DIST. OF LUBRICATING EQUIPMENT

23H. 35613/235 IMP.AGT.DIST. OF PUMPS

23I. 35663/235 IMP.AGT.DIST. OF TRANSMISSION CHAINS

24. FOREIGN SALES: NA

25. FINANCIAL REFS: SIAM COMMERCIAL BANK LTD., 1060 NEW  
PETCHBURI ROAD, BANGKOK; THAI MILITARY BANK LTD.,  
RAJADAMNERN AVENUE, BANGKOK, THAILAND.

26. TRADE REFS: AEROQUIP CORP., JACKSON, MICHIGAN; SNAP-ON  
TOOLS INTERNATIONAL LTD., KENOSHA, WISCONSIN; AMERICAN  
HOIST AND DERRICK CO., ST. PAUL, MINN.

27. FOREIGN FIRMS REPRESENTED: AGENCY REP. OF AEROQUIP  
CORP., 300 SOUTH EAST AVE., JACKSON, MICHIGAN 42903 FOR  
FLEXIBLE HOSE; ALLIS-CHALMERS INT'L, 846 SOUTH, 70TH ST.,  
MILWAUKEE, WISCONSIN FOR TRACTORS; DIAMOND CHAIN CO. INC.,  
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INDIANAPOLIS, INDIANA FOR SPEED CHANGERS, DRIVERS AND  
GEARS; SNAP-ON TOOLS, 65 SOUTH ROBERT ST., KENOSHA,  
WIS. 53140 FOR GENERAL HARDWARE; AMERICAN HOIST  
AND DERRICK CO., ST. PAUL, MINN. 55157 FOR HOISTS;  
JEFFREY MANUFACTURING, COLUMBUS, OHIO FOR FABRICATED  
STRUCTURAL METAL; HENRY STERN, HARSDALE, NEW YORK FOR  
METAL WORKING MACHINERY; RAYGO INT'L, P.O.BOX 20044,  
PORTLAND, OREGON FOR INDUSTRIAL TRUCKS; SIGNO TRADING,  
MOUNT VERNON, NEW YORK FOR MACHINE TOOLS; J.E. HOFFMAN  
OVERSEAS INC., 739 N. LAKE ST., MUNDELEIN, ILLINOIS 60060  
FOR CHAINS.

28. POST EVALUATION: PAN SUPPLIES WAS INCORPORATED IN  
1960 WITH AN AUTHORIZED CAPITAL OF DOLS 50,000 TO ACT AS  
IMPORTER, AGENT AND DISTRIBUTOR OF AUTOMOTIVE MAINTENANCE  
EQUIPMENT, CONSTRUCTION MACHINERY AND MATERIAL HANDLING  
EQUIPMENT, HOSE FITTINGS AND COUPLINGS, MACHINE TOOLS,  
LUBRICATING EQUIPMENT, PUMPS AND TRANSMISSIDN CHAINS.  
SIXTY PERCENT OF ITS IMPORTS ARE FROM THE U.S. WITH THE  
REMAINDER FROM AUSTRALIA. FIRM LEASES AN OFFICE OF 200  
SQ.METERS AND A DISPLAY ROOM OF 600 SQ.METERS, LOCATED IN  
DNE OF BANGKOK'S BUSINESS DISTRICTS. IT IS ASSOCIATED

WITH THE ASOKE MOTORS LTD., A LOCAL DISTRIBUTOR OF  
AUSTRALIAN-MADE "HOLDEN" PASSENGER CARS AND ASOKE CAR AND  
TRUCKS SALES LTD., AN EXCLUSIVE AGENT OF BRITISH-MADE  
"VAUXHALL" AUTOMOBILES AND "BEDFORD" TRUCKS. PAN SUPPLIES  
EMPLOYS 71 PEOPLE INCLUDING 30 SALESMEN. FIRM'S SALES  
VOLUME IN 1977 WAS REPORTED TO BE DOLS 2,150,000  
REPRESENTING AN INCREASE OF 45 PERCENT OVER THE FIGURE  
REPORTED TO THE EMBASSY IN 1976. LOCAL BANK REPORTS THAT

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ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W  
-----120518 060625Z/10  
R 060525Z SEP 78  
FM AMEMBASSY BANGKOK  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0516

UNCLAS SECTION 02 OF 02 BANGKOK 25653

SUBJECT FIRM HAS SINCE 1961 MAINTAINED A WELL CONDUCTED  
CURRENT ACCOUNT AND THAT SUBSTANTIAL OVERDRAFT FACILITIES  
HAVE BEEN EXTENDED TO THE FIRM WITH SATISFACTORY RESULTS.  
PAN SUPPLIES IS CONSIDERED TO BE A GOOD TRADE CONTACT FOR  
U.S. FIRMS.

29. PREP: SATHIT/SOMSAK APPR: MATTHEW P. WARD.  
ABRAMOWITZ

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 sep 1978  
**Decapton Date:** 01 jan 1960  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BANGKO25653  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780362-0397  
**Format:** TEL  
**From:** BANGKOK  
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**Image Path:**  
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**Legacy Key:** link1978/newtext/t19780995/aaaadarw.tel  
**Line Count:** 155  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** 0c126956-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1524342  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTDR/FTI: PAN SUPPLIES CO., LTD.  
**TAGS:** BEXP, TH  
**To:** COM  
**Type:** TE  
**vdkgvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/0c126956-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014